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To: ATR-Real Estate Workshop  
Subject: Competitive nature of Real Estate Selling

Just a note about the Market of Real Estate Sales in Santa Clara County of California.

Recently when a home was listed " FOR SALE " even for a period of 1 - 2 weeks there would be as many as 15 - 25 offers for the property. In the presentation of the contracts it is not unusall to see offers over the Listed Price from 20 K to as much at 50K . In fact to be able to be a part of the over-balance project, it is almost a pre-equisite for a Buyer to be pre-approved for the Loan and willing to purchase the property as-is, even though there is repair work that should be done.

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